

The requirement of a seven-day waiting period: There is always a time period where a prospect is excited and then slowly the excitement wanes away. We do not understand this 7 day (why 7 why not 5 or 9. What is so sacred about 7?) We always give prospects materials to go through and get the next appointment in next 24 to 48 hours. I got started after attending a last 10 min of 75 min presentation in hotel Doubletree in San Jose. That enough I saw was enough to get me going and the success and energy I saw in the room. If I were asked to wait for 7 days I might have never got started because the people I knew would have pulled me down by then giving their 2 cent advices. There is no benefit but all the disadvantages to getting our business going on a faster track. Why not try sponsoring 1 person before we ask for these rules? And there are cases where people see this plan in major conferences where we invest our resources by taking them to conference (again with money back guarantee) and people are excited and want to get started right away. If we ask them to wait for 7 days they do not have the emotional stamina to stay excited for 7 days. But if they get started they stay excited and we have vested interest also in getting them up and going. They always have 90 test run period for this business. Do we have the same rule for all franchises and partnerships? Why is this different and made difficult? Not only that but these prospects also lose big time if they have to wait for seven days in sponsoring their friends and in turn they sponsoring their people. Why waste time? Get them the information and it does not take more than 60 min to go through all the information materials and then get the questions answered in 30 min and get going. They still have 90 days to figure this out but let them figure this out while they are in the water and not from outside. That will help them more than waiting for 7 days. And what is he achieving in these days. He can jump start this business right away by making some sales and getting some money to help himself and this increases his belief in the business right away. Action cures doubt and waiting creates all kinds of devil in mind. The requirement to provide references: We normally show pictures/names of our uplines in achieve magazines and if time permits always call them up and introduce prospects to them just to buy us the credibility from these successes. We also give our uplines contacts to them. We also have local meetings where people from other LOS come together and learn. We use this forum to introduce prospects to other IBOs so that they could get their doubts cleared. BUT WE NEVER KEEP OUR CROSSLINES NUMBERS NOR WE PASS IT TO OUR PROSPECTS. What is the point? If they end up from similar backgrounds and they sign up this prospects this does not sound good to me. Also I do not want my prospects to be calling them for doubts. If they want they can come to meeting and talk IN MY PRESENCE. And who knows some other IBOs prospects could be my boss/peers from work. I do not wish to let them know what I do in evenings and weekends. This will end this if some IBOs give my number to their friends who in turn tell their friends and so on. My LOS I can control, but outside my LOS I do not have this control where my contacts should be passed. The requirement to provide a "litigation list": I am trying to get the best going and presenting all the facts that would encourage them to start the business. For \$320 with 90 day money back this is enough. People work for peanuts in jobs where they were never told about their companys litigation list, etc. Here in Quixtar we are investing our life in prospects success and all he should care about his my credentials and my uplines credentials. Lawsuits filed does not mean a squat. Even I do not have all these information so forget about passing the same. And why should I. Quixtar has great track record (source success from home magazine

june 2006 issue, [www.thisbiznow.com](http://www.thisbiznow.com), etc.) This is more than enough. Here we are telling the IBOs to buy their own stuffs and get paid where till now they were buying these stuffs from other places. Did they look for litigation list before that they should be provided now. What is the point? There are so many cases against USA and so many politicians. Is USA bad or are these politicians. Everybody with a opinion can file case but that does not mean it is the truth. With 90 day money back guarantee let them check it out on their own. They might not even have the business maturity about a lawsuits. We are talking about young kids to old people joining our business. Also if one IBO start quixtar business and do some frauds for his own selfish greed why should I be penalized with my growth in business. The requirement for specific earnings disclosures: We always show the SA 4400 but I never agreed with the merits of its calculation. How about this. The average of weight loss last year of people joining a gym? Does this give a right image whether the gym is good or bad. How about people attempting get through Harvard or Stanford. Success always depends on individual themselves and what they do with what they have in their hands. People join quixtar business for various goals. Why get them in the average calculations? But anyway we do tell the average and try to explain the same. This itself is meaningless why complicate this at various levels in business. The requirement for financial substantiation: My financial statements are very personal and I would never give it to my friends forget about prospects. They are not even in business yet. Why should I? If a prospects wants to make money I would help him but what levels of success he wants he decides. I only give a guideline about how to share this plan, sell products build teams, etc. Everything depends on his ability to use this knowledge and build his business. My success has no correlation to his growth and he gets the same information that I get from the LOS system (BWW here).